



**OFFICE OF  
SMALL BUSINESS PROGRAMS**  
TACOM LCMC - WARREN, MICH

# **Doing Business with U.S. Army TACOM Life Cycle Management Command**

Mike Bradley  
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Distribution Statement A. Approved for Public Release. Distribution is unlimited.

# TACOM LCMC

## Mission / Product Lines / Magnitude

**Develop, acquire, field, and sustain Soldier and ground systems for the Warfighter through the integration of effective and timely Acquisition, Logistics, and cutting-edge Technology**

### What we do (Core Competencies):

- Acquisition / Program Management
- Logistics, Industrial Operations, and Contracting
- Research, Development, and Life Cycle Engineering

### The Magnitude:

- Over 150 Allied Countries Own TACOM Equipment
- Over 70% of the Military's Equipment and Systems
- Approximately 5,000 Fielded End Items
- Over 52,000 NSN Managed

### The TACOM LCMC Product Lines:

- |                               |                                   |
|-------------------------------|-----------------------------------|
| ▪ Combat Vehicles             | ▪ Sets, Kits & Outfits            |
| ▪ Trailers                    | ▪ Shop Equipment                  |
| ▪ Materiel Handling Equipment | ▪ Large Caliber Guns              |
| ▪ Fuel & Water Dist Equipment | ▪ Watercraft                      |
| ▪ Chemical Defense Equipment  | ▪ Mortars                         |
| ▪ Howitzers                   | ▪ Aircraft Armaments              |
| ▪ Commercial Vehicles         | ▪ Rail                            |
| ▪ Tactical Vehicles           | ▪ Fuel & Lubricant Products       |
| ▪ Construction Equipment      | ▪ Rifles / Machine Guns           |
| ▪ Tactical Bridges            | ▪ Soldier Equipment               |
| ▪ Armored Security Vehicle    | ▪ Rapid Fielding Initiative       |
| ▪ Route Clearing Vehicle      | ▪ Mine Resistant Ambush Protected |



**We support a diverse set of product lines through their life cycles, from combat and tactical vehicles, armaments, watercraft, fuel and water distribution equipment, to soldier, biological, and chemical equipment.**

# Contracting Opportunities at TACOM LCMC's 6 Sites

## TACOM LCMC-WARREN WARREN, MICHIGAN

- Combat Vehicles
- Tactical Vehicles
- Trailers
- Fuel/Water Distribution Systems
- Construction Equipment
- Material Handling Equipment
- Artillery & Small Arms
- Combat Vehicle Armaments
- Aircraft Armaments
- Fire Control Systems
- Chemical Defense Equipment
- Mine Resistant Ambush Protected (MRAP) Vehicles
- Bridging and Watercraft

(586) 282-5388



## SIERRA ARMY DEPOT HERLONG, CALIFORNIA

Asset Storage and  
Logistics Support

(530) 827-4825



## WATERVLIET ARSENAL WATERVLIET, NY

Large Caliber  
Cannon Production

(518) 266-4150



## ROCK ISLAND ARSENAL-JMTC ROCK ISLAND, ILLINOIS

Manufacture of  
Specialized  
Ordnance and  
Retrofit Items

(314) 382 4453



## RED RIVER ARMY DEPOT TEXARKANA, TEXAS

Overhaul and Repair of  
Combat and Tactical  
Vehicles and  
Combat Vehicle Track

(903) 334-3989



## ANNISTON ARMY DEPOT ANNISTON, ALABAMA

Overhaul and Repair  
of Combat Vehicles,  
Engines and  
Munitions

(256) 235-7346



Start your **WEB** search at [contracting.tacom.army.mil](http://contracting.tacom.army.mil)



# PROCNET- <http://contracting.tacom.army.mil/>



Open Solicitations - ACC Warren

Last Updated: 04/24/12 12:33 PM EST

Home Business Opportunities & Contracts Help & How To Vendor Information External Links

Solicitations & Contract Awards

Open & On the Street Solicitations

Commercial Vehicles & Items

Major Systems

Research & Development

Service Contracting & Acquisition Support

Closed Solicitations

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Vendor Registration

Technical Data Packages

TACOM Small Business Office

Competition Management Office

Solicitation Buyer NAICS NSN Noun (Nomenclature) Level of Competition

Begin Search Clear Tips for Using this Page

Number of Solicitations: 96 Sorted By: Issue Date Descending

Solicitation/Amendments	Buyer / Buyer Phone	NAICS	NSN / Noun / CAGE (FSCM)	NAICS	Issued	Closing	Attachments	ASFI Bid Submission
W56HZV12Q0301	CHRISTOPHER ZINK 586-282-7421	1095015075713	SCABBARD,BAYONET <a href="#">See the solicitation to determine Extent of Competition</a>	2V376	332211	2012/04/23	2012/05/23	<a href="#">Submit Offer</a>
SPRDL112Q0121	JIM MARR 586-282-3177	2520015057574	AXLE ASSEMBLY,AUTOM <a href="#">See the solicitation to determine Extent of Competition</a>	19207	336350	2012/04/20	2012/06/04	<a href="#">Submit Offer</a>
SPRDL112Q0131	CHERYL G. BURNS 586-282-3166	4810014344020	BODY,VALVE <a href="#">See the solicitation to determine Extent of Competition</a>	02978	332911	2012/04/20	2012/05/24	<a href="#">Submit Offer</a>
SPRDL112Q0132	SHIRLEY GHARAGOZLOO 586-282-3169	2530015761184 2530015761184	WHEEL, PNEUMATIC TIRE WHEEL,PNEUMATIC TIR <a href="#">See the solicitation to determine Extent of Competition</a>	36MV0 36MV0	326211	2012/04/20	2012/05/21	<a href="#">Submit Offer</a>
SPRDL112R0070	MARY MORIN 586-282-3201	5998015440814 5998015440814	PCI MEZZANINE CARD PCI MEZZANINE CARD <a href="#">Not Competed</a>	19207 7W356	334419	2012/04/20	2012/06/05	<a href="#">Submit Offer</a>
W56HZV12Q0288	TIM O'DAY 586-282-7537	1005015988253	EXTRACTOR ROD <a href="#">See the solicitation to determine Extent of Competition</a>	1KW62	332994	2012/04/20	2012/05/21	<a href="#">Submit Offer</a>
W56HZV12R0234	MICHAEL DOWGIERT 586-282-7483	9999999999999	ACOG TA01NSN <a href="#">Full and Open Competition</a>	333314	333314	2012/04/20	2012/05/15	<a href="#">Submit Offer</a>
SPRDL112Q0077	MARY MORIN 586-282-3201	6150015011062	CABLE ASSEMBLY,SPEC <a href="#">See the solicitation to determine Extent of Competition</a>	24290	335931	2012/04/19	2012/06/01	<a href="#">Submit Offer</a>
SPRDL112Q0127	LORI A. SCHERZ-BRUBAKER 586-282-3183	2815015500507	ENGINE,DIESEL <a href="#">See the solicitation to determine Extent of Competition</a>	333618	333618	2012/04/19	2012/05/21	<a href="#">Submit Offer</a>
SPRDL112R0115	JULIE DECARLO 586-282-3202	6110015876332	DISTRIBUTION BOX <a href="#">Full and Open Competition After Exclusion of Sources - Set-Aside</a>	19207	332999	2012/04/19	2012/05/21	<a href="#">Submit Offer</a>
SPRDL112Q0123	JOHN ORR 586-282-3208	3040014780511	CYLINDER ASSEMBLY,A <a href="#">See the solicitation to determine Extent of Competition</a>	13955	333995	2012/04/18	2012/05/10	<a href="#">Submit Offer</a>

# Tip Sheets - <http://contracting.tacom.army.mil/sbo/tipsheets.htm>



## PROCNET ACC - Warren Procurement Network



### TACOM LCMC Office Small Business Programs Doing Business with TACOM LCMC - Tip Sheets

Last Updated: February 28, 2012

<a href="#">Home</a>	<a href="#">Business Opportunities &amp; Contracts</a>	<a href="#">Help &amp; How To</a>	<a href="#">Vendor Information</a>	<a href="#">External Links</a>
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#### Solicitations & Contract Awards

Open & On the Street Solicitations  
Commercial Vehicles & Items  
Major Systems  
Research & Development  
Service Contracting & Acquisition Support  
Closed Solicitations  
Contract Awards

#### Drafts & Other Notices

Broad Agency & Research Announcements  
Future & Potential Buys  
Market Surveys & Sources Sought

#### Acquisition Information

Vendor Registration  
Technical Data Packages ▶  
TACOM Small Business Office  
Competition Management Office ▶  
Contractor Forms



[News & Events](#) [Information for Vendors](#) [Publications](#) [TACOM LCMC Prime Contractors](#) [Resource Center](#)

	<a href="#">TS 000</a>	Tip Sheet Index	18 Oct 11
<b>100 Series</b>	<b>Who We Are (TACOM LCMC)</b>		
	<a href="#">TS 110</a>	TACOM LCMC - Who We Are	19 Oct 10
<b>200 Series</b>	<b>Procnet</b>		
	<a href="#">TS 210</a>	TACOM LCMC - Procurement Network (Procnet)	19 Oct 10
	<a href="#">TS 211</a>	TACOM LCMC - Procurement Network (Procnet) - What Gets Posted Where?	13 Jan 11
	<a href="#">TS 220</a>	TACOM LCMC - Procurement Network (Procnet) - Warren	19 Oct 10
<b>300 Series</b>	<b>Groupings and Specialty Opportunities on the Procnet and Partner Sites.</b>		
	<a href="#">TS 310</a>	TACOM LCMC - Great Ideas, Innovations, New Technologies	18 Apr 11
	<a href="#">TS 320</a>	TACOM LCMC - Maintaining the Industrial Base, Reverse Engineering, Qualified Suppliers, and Source Approval	19 Jan 11
	<a href="#">TS 330</a>	TACOM LCMC - Program and Technical Support, Engineering Services, and R&D	19 Apr 11
	<a href="#">TS 340</a>	TACOM LCMC - Information Technology (IT)	19 Oct 10
	<a href="#">TS 345</a>	TACOM LCMC - Construction	16 Dec 10
	<a href="#">TS 350</a>	TACOM LCMC - Installation, Re-Installation of Office System Furniture, Relocation Services, Refurbishing, Furniture, etc.	16 Dec 10
	<a href="#">TS 360</a>	TACOM LCMC - Food Services - Warren	19 Oct 10
	<a href="#">TS 370</a>	TACOM LCMC - Subcontracting Opportunities	17 Apr 11
<b>400 Series</b>	<b>What We Do Not Buy (Generally) and Who Does</b>		
	TS 410	TACOM LCMC - What We Do Not Buy	Future
<b>500 Series</b>	<b>Getting Started, Basics, Expectations</b>		

# Are you a Small Business?

- To be considered a small business for a solicitation, the business must not exceed the **NAICS Code Size Standard** that was assigned to the solicitation.



establishes small business size standards for NAICS Codes

- **Manufacturers** = **Number of Employees**  
(average employment of a firm)
- **Services** = **Millions of Dollars**  
(average annual receipts)



- The **Contracting Officer** assigns the NAICS Code for a solicitation
- A business could be determined small under one NAICS Code (solicitation) but not another
- When searching for solicitations, search for NAICS codes that apply to your line of business



# Tips for Contractors

## Develop a 1-2 page company “resume”:

- Make clear what your size, socioeconomic status is, CAGE Code.
- Focus on **product over process**; define the specific items or services your firm can provide, NAICS Codes.
- Describe how your company can distinguish itself (e.g., mention an accomplishment or two).

## Pursue direct marketing opportunities:

- DoD Conferences - most are sponsored by the National Defense Industrial Association ([www.ndia.org](http://www.ndia.org)).
- Industry Days - associated with specific TACOM solicitations; announced in ProcNet.

**Work with your PTAC:** ([www.aptac-us.org](http://www.aptac-us.org)).



# Subcontracting Opportunities

## ■ Subcontracting Opportunity Websites

- ✓ SBA Sub-Net - [www.sba.gov/subnet](http://www.sba.gov/subnet)
- ✓ DoD Subcontracting Directory - [www.acq.osd.mil/osbp/doing\\_business/](http://www.acq.osd.mil/osbp/doing_business/)
- ✓ DoD Prime Contract Descriptions - [www.defense.gov/contracts](http://www.defense.gov/contracts)
- ✓ TACOM LCMC Prime Contractor Lists -  
<http://contracting.tacom.army.mil/sbo/sbo.htm>

- After targeting a prime contractor make maximum use of its supplier website... highlighted below are those of Oshkosh and General Dynamics Land Systems

### **Oshkosh Corporate Purchasing**

[www.oskgpsc.net](http://www.oskgpsc.net)

- Supplier development information
- Purchasing contacts by commodity
- Online supplier registration
- Small Business Liaison Officer (SBLO) contact information

### **GDLS Supply Chain Management**

[www.gdls.com/suppliersoverview](http://www.gdls.com/suppliersoverview)

- Supplier manual
- “iSupplier” instructions for online quoting
- Online supplier registration
- Small Business Liaison Officer (SBLO) contact Information



**Company name, website, company address, SBLO name, phone number, email address, programs the company supports**

## PRIME CONTRACTORS

### Vehicle/Weapon Systems and other Manufactured Items

#### FUTURE COMBAT SYSTEMS (FCS)

**BOEING INTEGRATED DEFENSE SYSTEMS Inc.**  
[www.boeing.com/ids](http://www.boeing.com/ids)

P.O. Box 516  
 St. Louis, MO 63166

POCs: Audry Musgrove and Felicia Martin-Parham,  
 Supplier Diversity Administrators  
[fcsupplierdiversity@boeing.com](mailto:fcsupplierdiversity@boeing.com)

- LEAD SYSTEMS INTEGRATOR of FCS PROGRAM

#### COMBAT VEHICLES

**GENERAL DYNAMICS LAND SYSTEMS Inc.**  
[www.gdls.com](http://www.gdls.com)

38500 Mound Rd.  
 Sterling Heights, MI 48310

POC: K. Monique Phillips, SB Liaison Officer  
 (586-825-4278; [phillik@gdls.com](mailto:phillik@gdls.com))

- ABRAMS TANK
- STRYKER VEHICLE FAMILY (with GM Defense)
- FCS - MANNED GROUND SYSTEMS (with BAE)

**BAE SYSTEMS LAND & ARMAMENTS L.P.**  
 Ground Systems Division

[www.uniteddefense.com](http://www.uniteddefense.com)  
 P.O. Box 15512

York, PA 17405-1512  
 POC: Barbara I. Knox, SB Development Administrator  
 (717-225-8077; [barbara.knox@baesystems.com](mailto:barbara.knox@baesystems.com))

- BRADLEY FIGHTING VEHICLE
- M113 VEHICLE FAMILY
- M88 HERCULES RECOVERY VEHICLE
- M9 ARMORED COMBAT EARTHMOVER (ACE)
- M109 PALADIN SELF-PROPELLED HOWITZER
- FIELD ARTILLERY AMMUNITION SUPPORT VEHICLE (FAASV)
- FCS - MANNED GROUND SYSTEMS (with GDLS)

#### TACTICAL VEHICLES

**OSHKOSH TRUCK CORPORATION**

[www.oshkoshtruck.com](http://www.oshkoshtruck.com)

2307 Oregon St., P.O. Box 2566  
 Oshkosh, WI 54903-2566

POC: Gena Miller, SB Liaison Officer  
 (920-233-9626; [gmiller@oshkoshtruck.com](mailto:gmiller@oshkoshtruck.com))

- HEAVY EQUIPMENT TRANSPORTER (HET)
- HVY EXPANDED MOBILITY TACTICAL TRUCK (HEMTT)
- PALLETIZED LOAD SYSTEM (PLS)

**AM GENERAL CORPORATION**

[www.amgeneral.com](http://www.amgeneral.com)

105 N. Niles Ave., P.O. Box 7025  
 South Bend, IN 46634-7025

POC: Robert J.A. Roden, SB Liaison Officer  
 (574-284-2714; [bob.roden@amgeneral.com](mailto:bob.roden@amgeneral.com))

- HIGH MOBILITY MULTI-PURPOSE WHEELED VEHICLE (HMMWV)

**STEWART & STEVENSON SERVICES Inc.**

Stewart & Stevenson Tactical Vehicle Systems L.P.  
[www.ssss.com](http://www.ssss.com)

5000 Interstate I-10 West, P.O. Box 330  
 Sealy, TX 77474

POC: Bob Siefert, Manager of SB Programs  
 (713-867-1657; [b.siefert@ssss.com](mailto:b.siefert@ssss.com))

- FAMILY OF MEDIUM TACTICAL VEHICLES (FMTV)

**FREIGHTLINER L.L.C., a DaimlerChrysler Company**

[www.freightliner.com](http://www.freightliner.com)

4747 North Channel Ave.  
 Portland, OR 97217

POC: Morgan Criswell, SB Liaison Officer  
 (503-745-6984; [morgan.criswell@freightliner.com](mailto:morgan.criswell@freightliner.com))

- M915/M916 TRUCK TRACTOR
- M917 DUMP TRUCK

#### TACTICAL VEHICLES (Cont'd)

**INTERNATIONAL TRUCK & ENGINE CORP.,**  
 a Navistar International Company

[www.internationaldelivers.com](http://www.internationaldelivers.com)  
 10400 W. North Ave.  
 Melrose Park, IL 60160

POC: Patricia Hanes, Supplier Diversity Manager  
 (708-865-3732; [p.hanes@nav-international.com](mailto:p.hanes@nav-international.com))

- GENERAL TRANSPORT and SPECIALTY TRUCKS

**TEXTRON SYSTEMS Inc.**

Textron Marine & Land Systems Operations  
[www.systems.textron.com](http://www.systems.textron.com)

19401 Chef Menteur Highway  
 New Orleans, LA 70129

POC: Joe Cauvin, SB Liaison Officer  
 (504-254-7219; [jcauvin@tmls.textron.com](mailto:jcauvin@tmls.textron.com))

- ARMORED SECURITY VEHICLE (ASV)

#### CONSTRUCTION and MATERIAL HANDLING VEHICLES

**CATERPILLAR Inc.**

[www.cat.com](http://www.cat.com)

P.O. Box 610  
 Mossville, IL 61552

POC: Rhonda Carter, SB Development Manager  
 (309-578-7925; [carter\\_rhonda\\_e@cat.com](mailto:carter_rhonda_e@cat.com))

- DEPLOYABLE UNIVERSAL COMBAT EARTHMOVER (DEUCE)
- VIBRATORY ROLLER COMPACTOR
- D7 BULLDOZER

# TACOM Strategic Service Solutions (TS3)



## ProcNet

ACC - Warren Procurement Network  
Serving the TACOM LCMC Enterprise

## TACOM Strategic Service Solutions (TS3)

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### Solicitations & Contract Awards

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### Drafts & Other Notices

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### Acquisition Information

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## TS3 Family of Contracts (FoC) DRAFT Solicitations Webpage – 28 Mar 2014

Link to the [TS3 FoC DRAFT Solicitations Webpage](#) - 28 March 2014

## Post-Strategy Change Question and Answer (Q&A) - 28 February 2014

[Post-Strategy Change Q&As](#) - 28 February 2014

## Revised Milestone Dates - 29 January 2014

ACC-WRN is targeting the below milestone dates for the TS3 Family of Contracts, to include the three contract suites:

Release Draft RFPs - March 2014

Release Final RFPs - May 2014

Proposals Due - July 2014

IDIQ Contract Awards - January 2015

## Strategy Change - 13 December 2013

The acquisition strategy has changed for the TS3 procurement. Please note the following:

(1) TS3 will no longer be a consolidation of requirements: TS3 will now be categorized as a "Family of Contracts" with three

<https://contracting.tacom.army.mil/services/S3/S3.htm>

# Know the Players in Government Contracting

## ▪ Routine Participants

- **PROCURING CONTRACTING OFFICER (PCO)**-issues solicitations and awards contracts
- **PROGRAM MANAGER** -develops acquisition plans and manages acquisitions
- **SMALL BUSINESS SPECIALIST** -screens all upcoming RFPs as set-aside candidates
- **SBA PROCUREMENT CENTER REPRESENTATIVE** -also reviews RFPs for set-aside suitability
- **COMPETITION ADVOCATE** -promotes competition and challenges barriers to it
- **ADMINISTRATIVE CONTRACTING OFFICER (ACO)** -monitors contract performance

- Your initial go-to person for contracting advice and guidance at any Federal procurement agency is the Small Business Specialist

### **What SB Specialists **can** do for you**

- ✓ Discuss the extent that your capabilities match the agency's opportunities
- ✓ Suggest avenues to pursue, tailored to your specific product or service line
- ✓ Record your company as an available contracting source
- ✓ Be available for follow-up questions

### **What SB Specialists **cannot** do**

- Act on your direct behalf in a manner even marginally resembling that of an agent
- Respond to a question regarding a specific solicitation or contract (such matters are the province of the buyer and PCO)



# OFFICE OF SMALL BUSINESS PROGRAMS

## TACOM LCMC - WARREN, MICH

**usarmy.detroit.tacom.mbx.lcmc-osbp@mail.mil**

Marie Gapinski	Associate Director	586-282-6005
Ron Fiorani	Small Business Specialist	586-282-1021
Linda Ballard	Small Business Specialist	586-282-1024
Silvia Owens	Small Business Specialist	586-282-1023
Nancy Lang	Small Business Specialist	586-282-1028
Michael Bradley	Small Business Specialist	586-282-1021
Colleen Hirsch	Small Business Specialist	586-282-1027
Karen Maluchnik	Admin. Asst. Specialist	586-282-5388

**For information on items transferred to DLA-Warren,  
contact DLA Warren's Small Business Specialist:**

Scott Rybicki      (586) 282-1015      [scott.rybicki@dla.mil](mailto:scott.rybicki@dla.mil)



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